

Message Text

UNCLASSIFIED

PAGE 01 DAMASC 05072 301011Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----016412 310503Z /12

R 300910Z AUG 78
FM AMEMBASSY DAMASCUS
TO USDOC WASHDC
AMEMBASSY CAIRO
INFO SECSTATE WASHDC 9452

UNCLAS DAMASCUS 05072

E.O. 11652 N/A
TAGS: BEXP, BENC, SY
SUBJECT: FERTILIZER CONSULTANCY

REF: USDOC 15129

1. EMBASSY CONTACTED SALIM BABIL, ADVISOR TO MINISTER OF INDUSTRY, WHO SAID THAT DECISION ON SUBJECT CONTRACT WOULD BE MADE WITHIN TWO WEEKS, ALTHOUGH HE ACKNOWLEDGED THAT FURTHER DELAYS COULD OCCUR.

2. EMBASSY ALSO CONTACTED MR. AKRAM AL-RUSTOM, FATHER OF ABDULKARIM AL-RUSTOM. HE CONFIRMED THAT DECISION NOT RPT NOT MADE ON CONTRACT AWARD. RUSTOM SAID THAT TWO MEMBERS OF EVALUATION COMMITTEE ARE AGREED THAT DAVY RANKS HIGHEST TECHNICALLY (THEIR RATING IS DAVY 93 OUT OF A POSSIBLE 100 POINTS, SOMERVILLE 86 AND BRITISH SULPHUR 78) AND THAT, GIVEN THE SLIGHT PRICE DIFFERENCE BETWEEN DAVY AND ITS NEXT COMPETITORS, DAVY IS FAVORED FOR CONTRACT. THIRD COMMITTEE MEMBER, HOWEVER, RATES FIRMS AS FOLLOWS: DAVY AND NITRIDE BOTH 85 EACH, SOMEVILLE 81, INDIAN COMPANY (EXACT NAME UNKNOWN) 76, AND BRITISH SULPHUR 75. GIVEN INDIAN CORPORATIONS LOW BID, FOLLOWED BY NITRIDE, THESE TWO FIRMS ARE IN THE LEAD. AL-RUSTOMS REPORTS RUMORS OF BRIBERY.

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3. MR. AL-RUSTOM SAID THAT HE WAS FOLLOWING THE MATTER CLOSELY AND PERSONALLY (MENTIONING FREQUENT TRIPS TO HOMES). HE EXPECTS THAT THIRD COMMITTEE MEMBER WILL EVENTUALLY FOLLOW HIS COLLEAGUES.

4. ACTION REQUESTED: FOR CAIRO: MR. MICHAEL COLE OF DAVY POWER GAS IS NOW IN CAIRO, ACCORDING TO AL-RUSTOM. HE CAN

BE CONTACTED AT THE PLACE OF WORK OF AMIR AL-RUSTOM,HIS
SON,ELIAS SAID,P.O.BOX 1577, TELEPHONE 912930, 910462.
AMIR AL-RUSTOM'S HOME PHONE IS 960398. PLEASE PASS PARA.
ONE AND TWO ABOVE TO MR. COLE. SEELYE

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NNN

Message Attributes

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